Procurement Overview

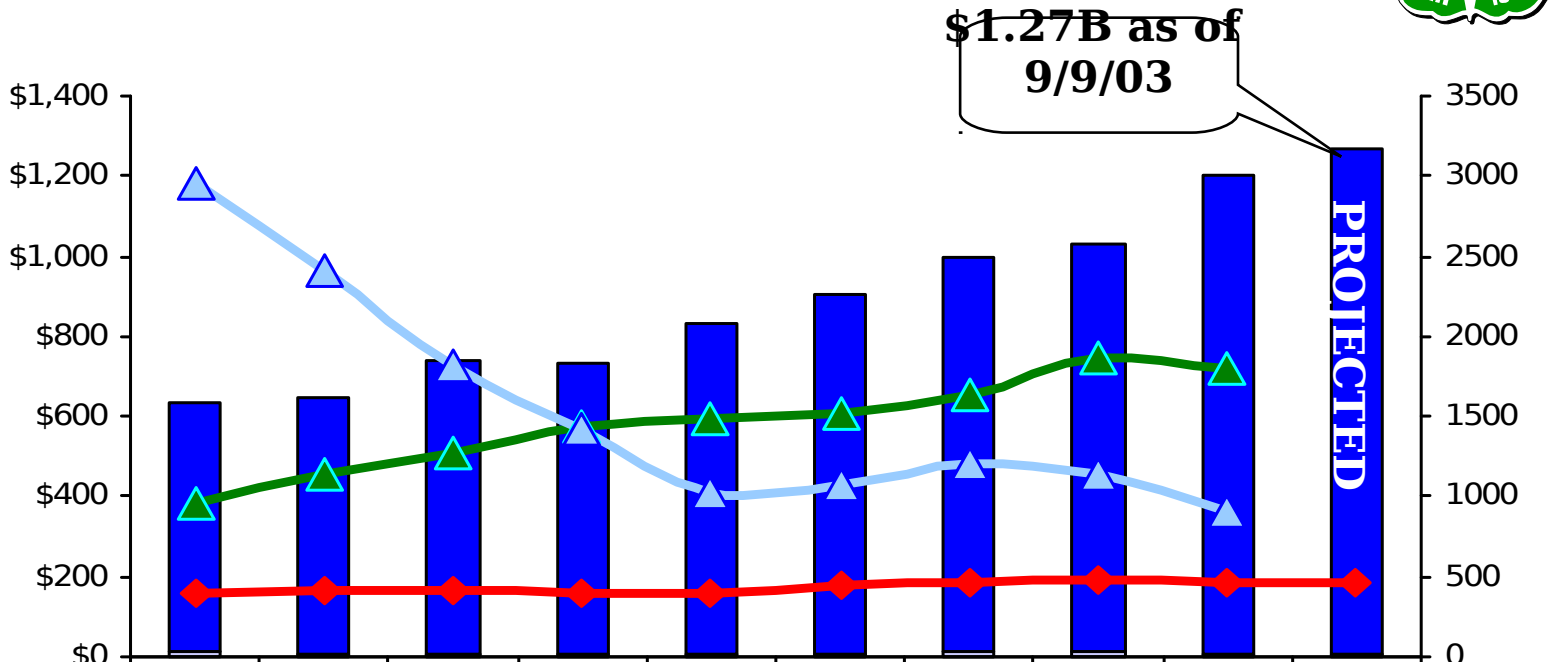
10 SEPT 2003

ORLANDO-TSD Contracts AIR-2.5.3

Since 1995:

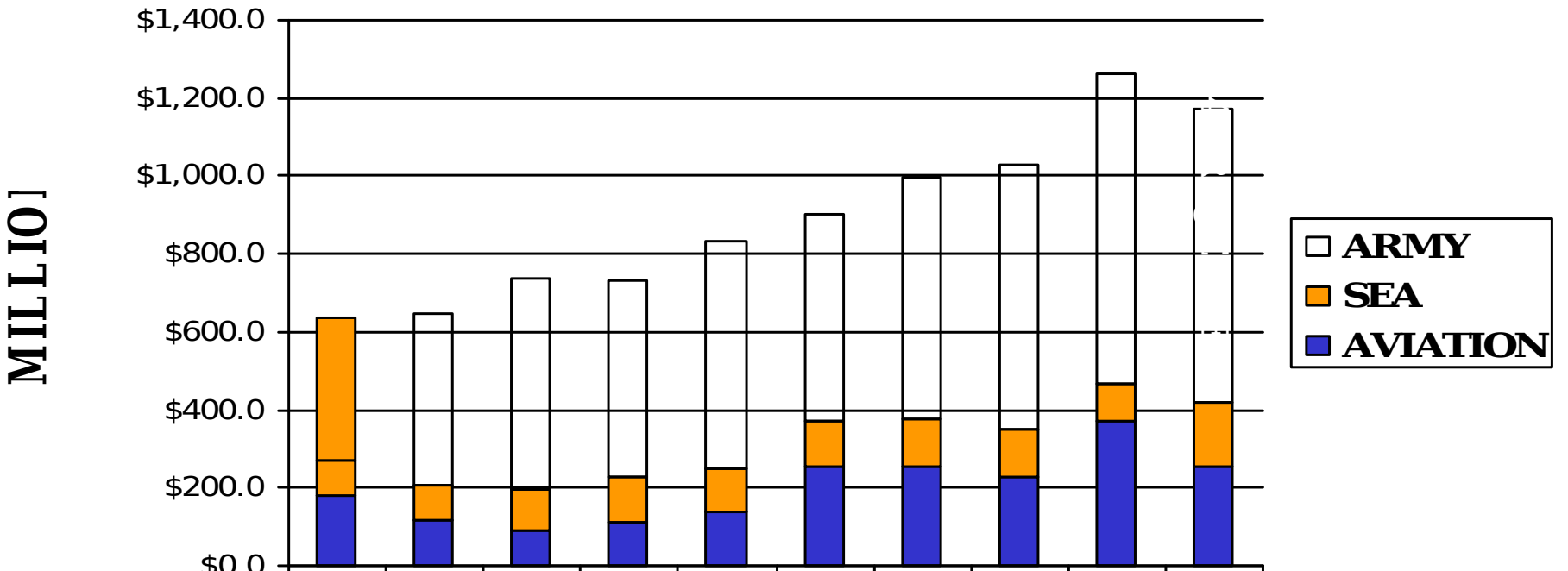
- ***Dollars up:***
  62%
- ***Actions up:***
  95%*
- ***People up:***
  21%

(*>$25K)



	FY 95	FY 96	FY 97	FY 98	FY 99	FY 00	FY 01	FY 02	FY 03 (thru Aug)	FY 04
>$ 25 K	$625	$636	$730	$724	$822	$895	$988	$1,020	$1,192	$1,259
<$ 25 K	$10	$9	$8	$8	$8	$8	$11	$11	$8	$8
Actions <$25k	2952	2414	1811	1413	1028	1081	1198	1138	903	*
Actions >$25k	960	1141	1279	1435	1484	1511	1642	1873	1806	*
People	158	163	163	161	158	180	183	191	187	187

ORLANDO-TSD Contracts AIR-2.5.3



	FY95	FY96	FY97	FY98	FY99	FY00	FY01	FY02	FY03 thru 9/9	FY04 pro-jected
ARMY	$365	$440	$541	$505	$584	$530	$615	$681	$794	$750
SEA	$89	$90	$106	$115	$111	$115	$125	$120	$94	$165
AVIATION	$181	$115	$91	$111	$140	$257	$254	$230	$373	$255

ORLANDO-TSD Contracts
AIR-2.5.3

TOP 25

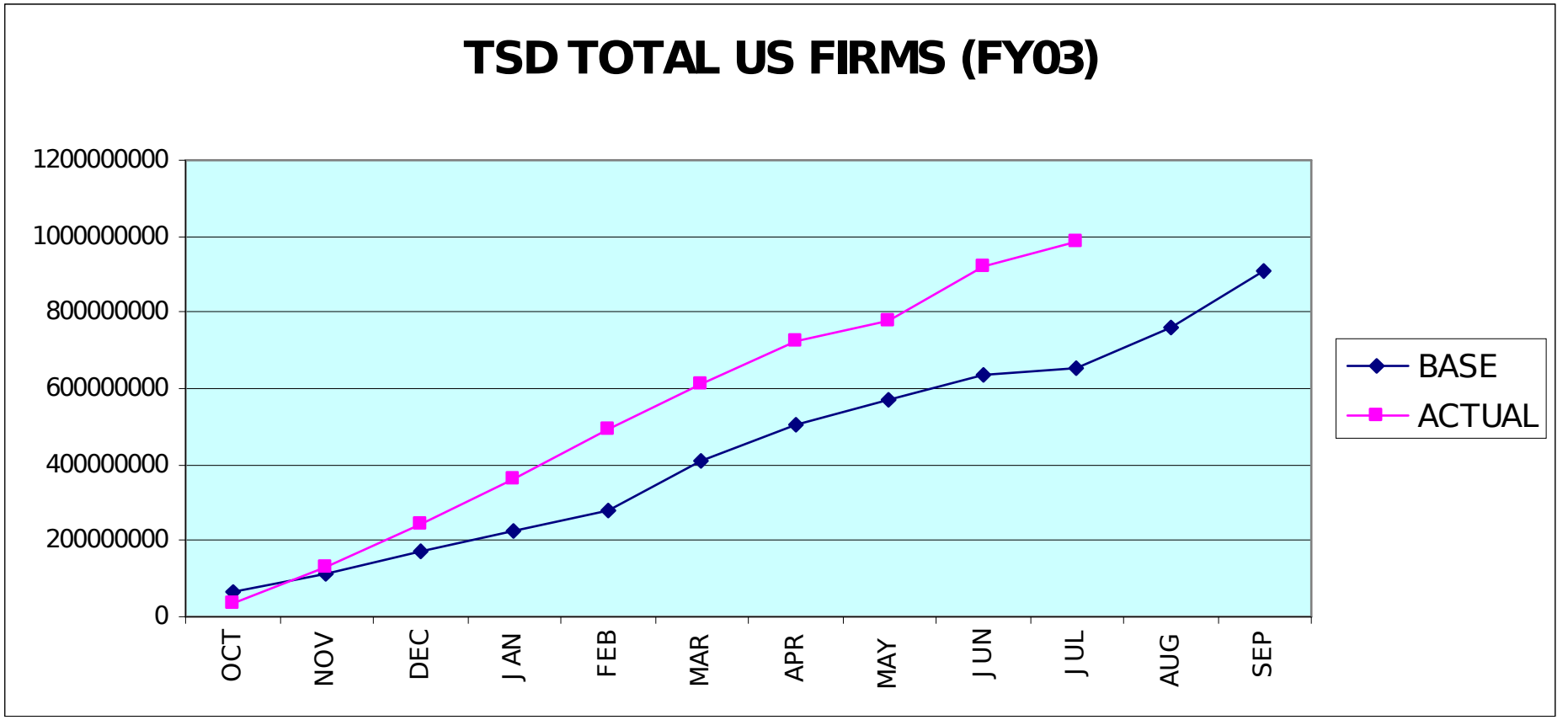
(FY-03 thru July)

RANK	CONTRACTOR NAME	TOTAL DOLLARS	% OF TOTAL	TOTAL ACTIONS
1	LOCKHEED MARTIN CORP	191,743,580	17.89	95
2	RAYTHEON COMPANY	118,030,044	11.01	105
3	L-3 COMMUNICATIONS HOLDING INC	99,740,884	9.30	23
4	NLX CORP	59,328,662	5.53	17
5	COMPUTER SCIENCES CORP	50,983,129	4.76	49
6	SCIENCE APPLICATIONS INTERNATIONAL	49,737,633	4.64	71
7	TEC MASTERS INC	44,349,615	4.14	14
8	ANTEON INTERNATIONAL CORP	41,957,985	3.91	17
9	UNITED DEFENSE INDUSTRIES INC	41,542,301	3.88	4
10	NORTHROP GRUMMAN CORP	39,270,916	3.66	61
11	UNIVERSAL SYSTEMS & TECHNOLOGY	21,002,374	1.96	13
12	CUBIC DEFENSE SYSTEMS INC	17,309,004	1.61	37
13	ECC INTERNATIONAL CORP	14,909,230	1.39	6
14	EVANS & SUTHERLAND CMPT CORP	14,602,726	1.36	7
15	FIDELITY TECHNOLOGIES CORP	13,819,517	1.29	21
16	D P ASSOCIATES, INC	13,715,739	1.28	17
17	ADVANCED SYSTEMS TECHNOLOGY	12,342,059	1.15	40
18	LOGISTIC SERVICES INTERNATIONAL	11,378,995	1.06	6
19	ENGINEERING SUPPORT PERSONNEL	9,123,233	0.85	28
20	AMERICAN SYSTEMS CORP	8,952,319	0.84	9
21	CAE USA INC	7,646,522	0.71	12
22	MADISON RESEARCH CORP	7,376,367	0.69	58
23	ADVANCED INFORMATION SYSTEMS	7,329,493	0.68	38
24	AHTNA GOVERNMENT SERVICES	7,187,888	0.67	11
25	VERIDIAN CORP	6,818,158	0.64	12

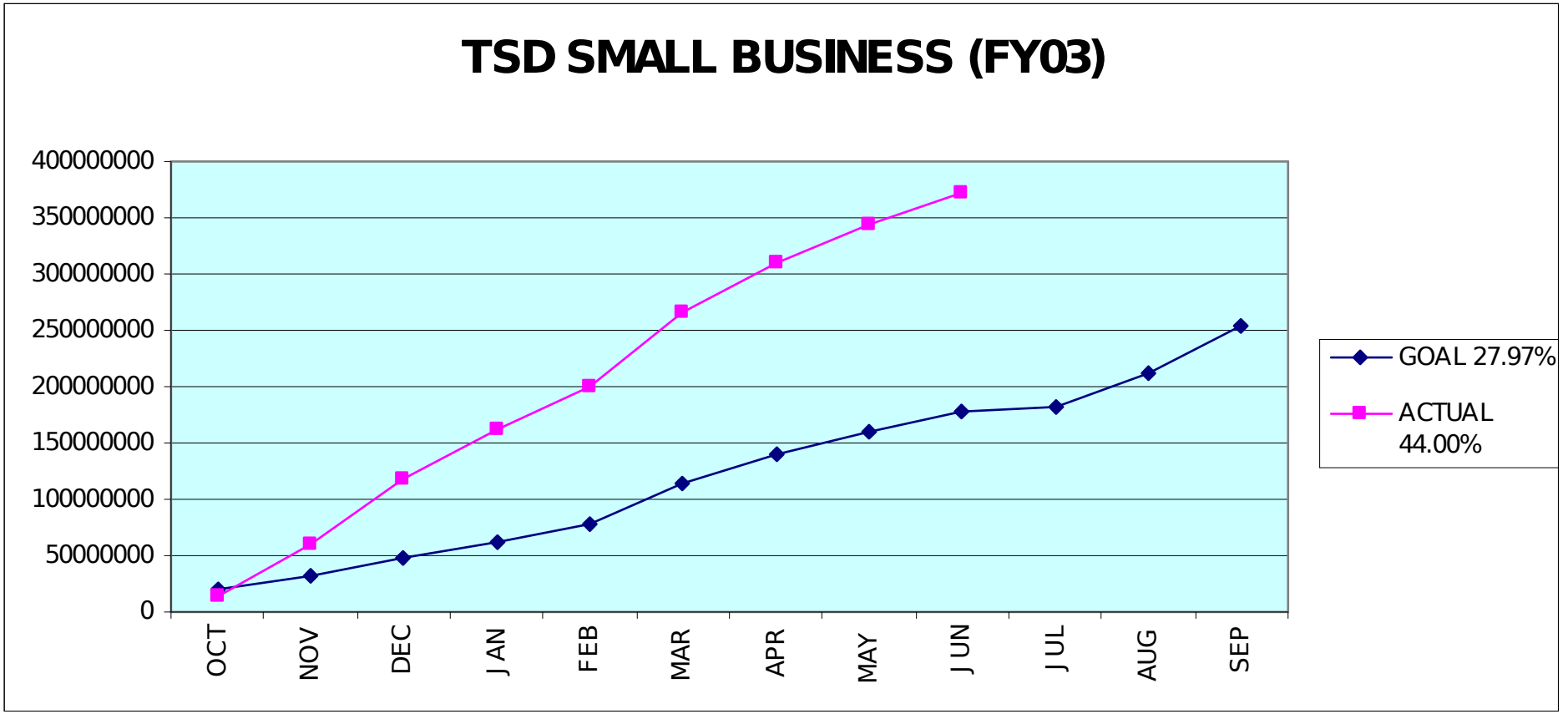
ORLANDO-TSD Contracts
AIR-2.5.3

SMALL BUSINESS GOALS VS. ACTUALS

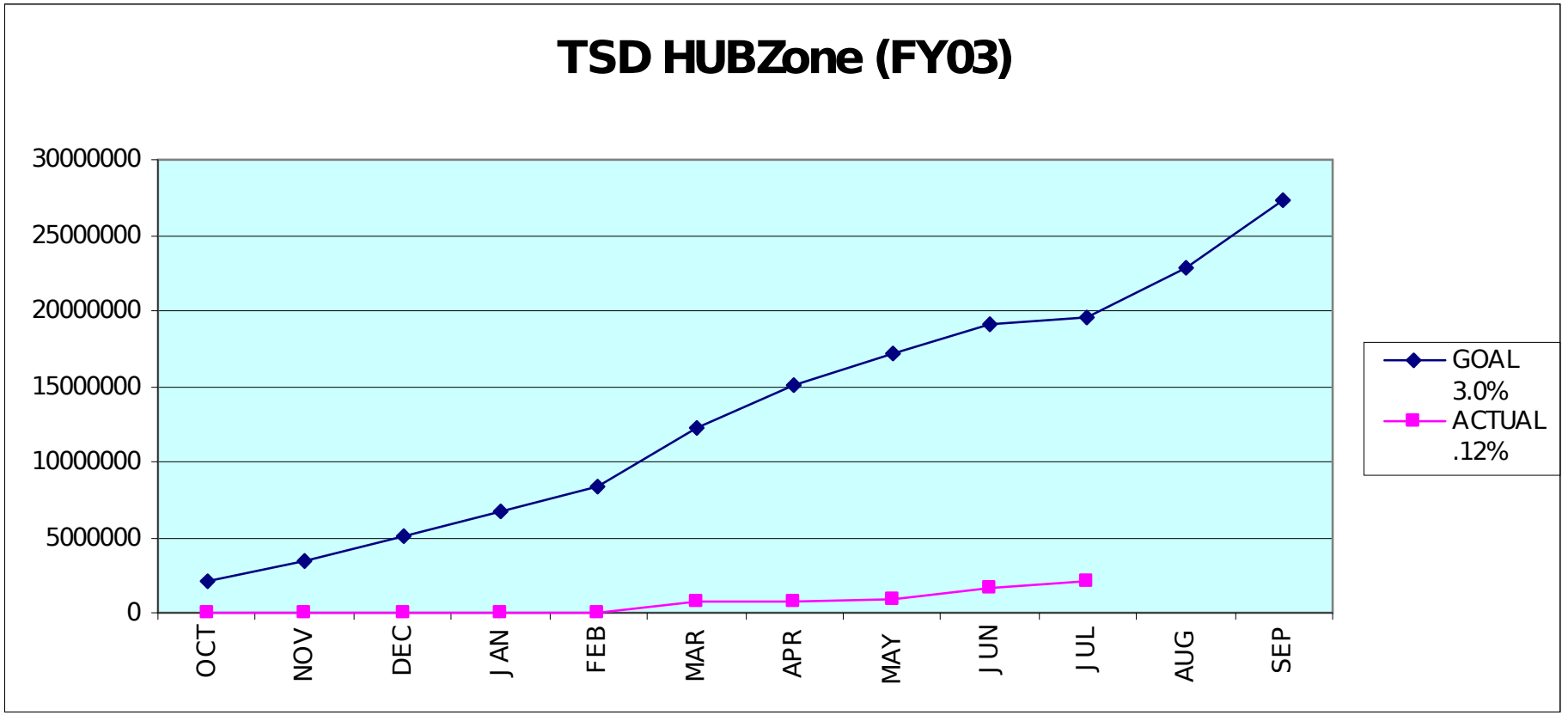
ORLANDO-TSD Contracts AIR-2.5.3



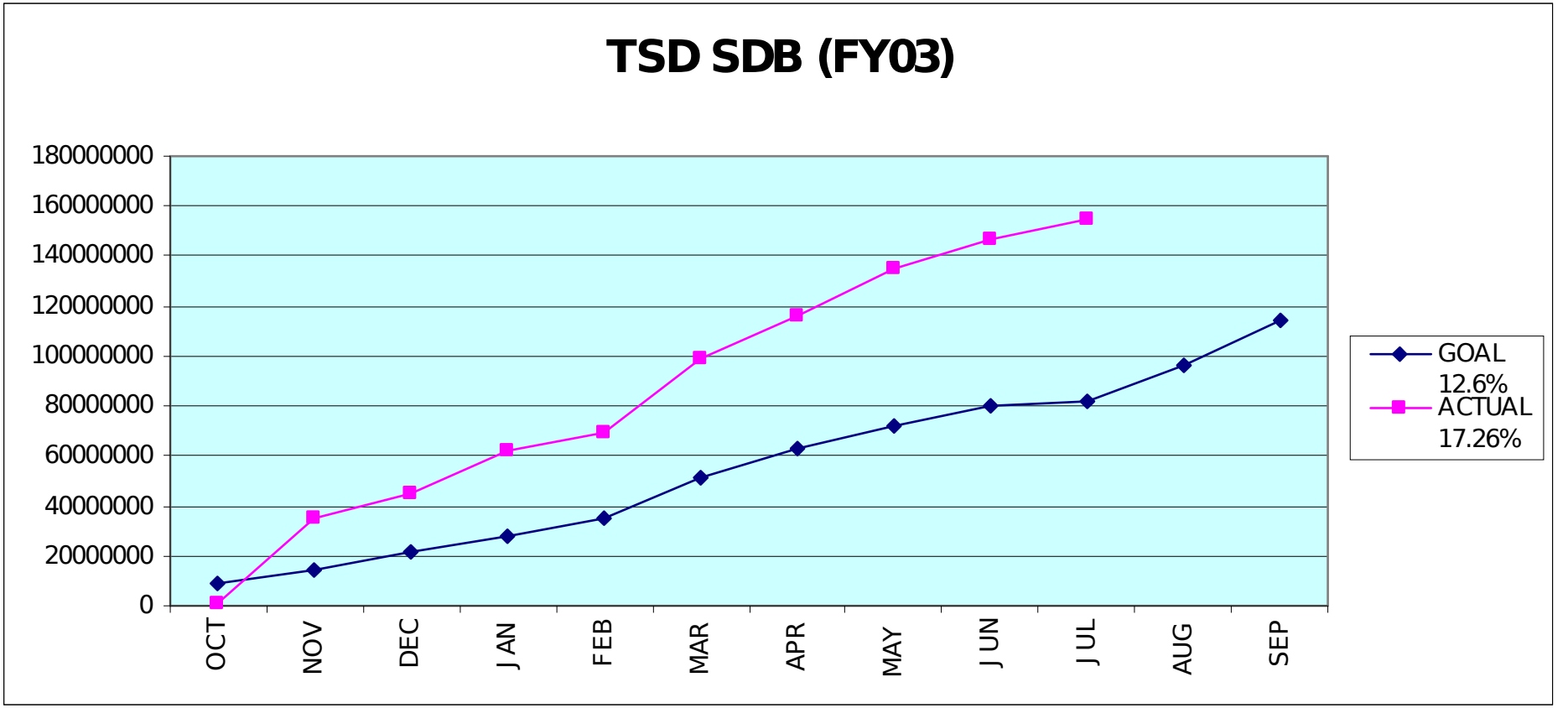
ORLANDO-TSD Contracts AIR-2.5.3



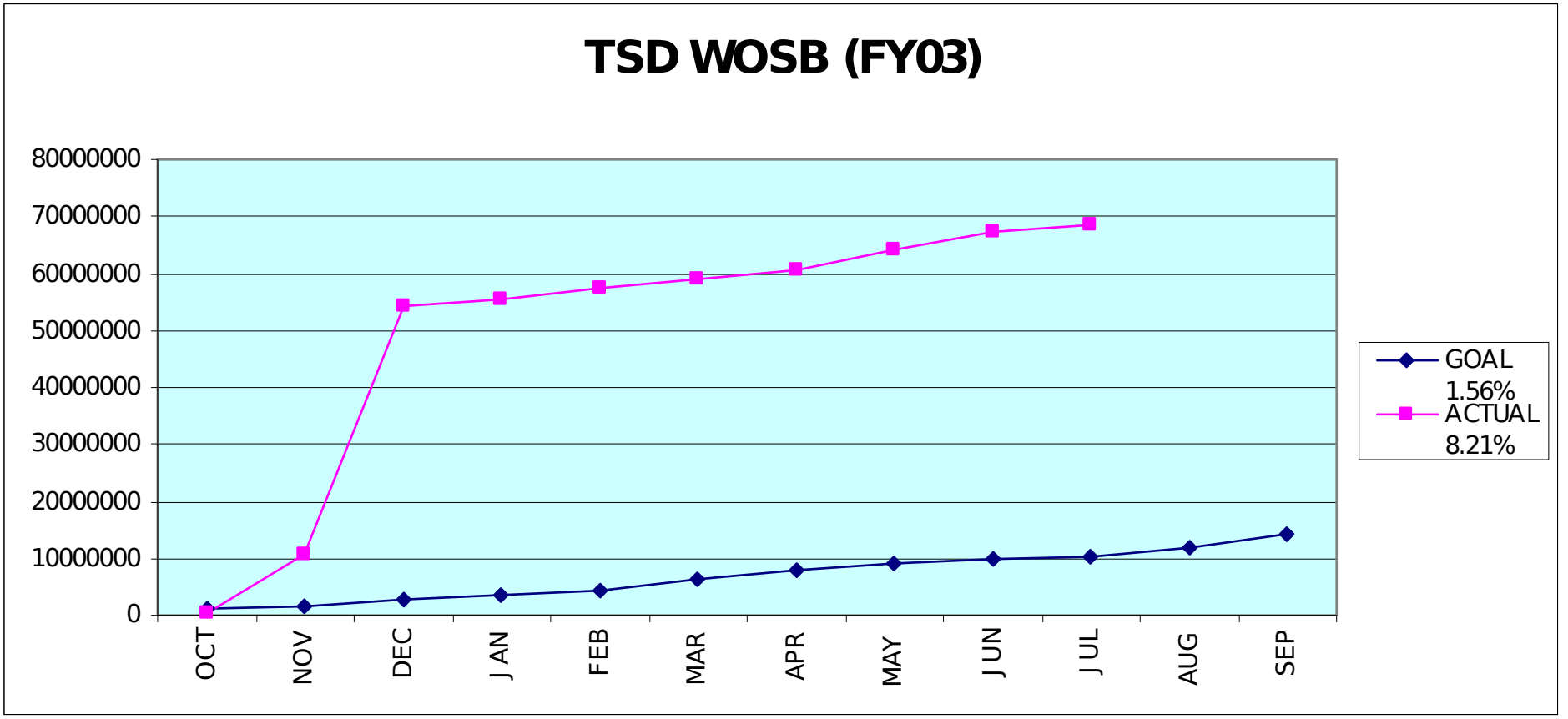
ORLANDO-TSD Contracts AIR-2.5.3



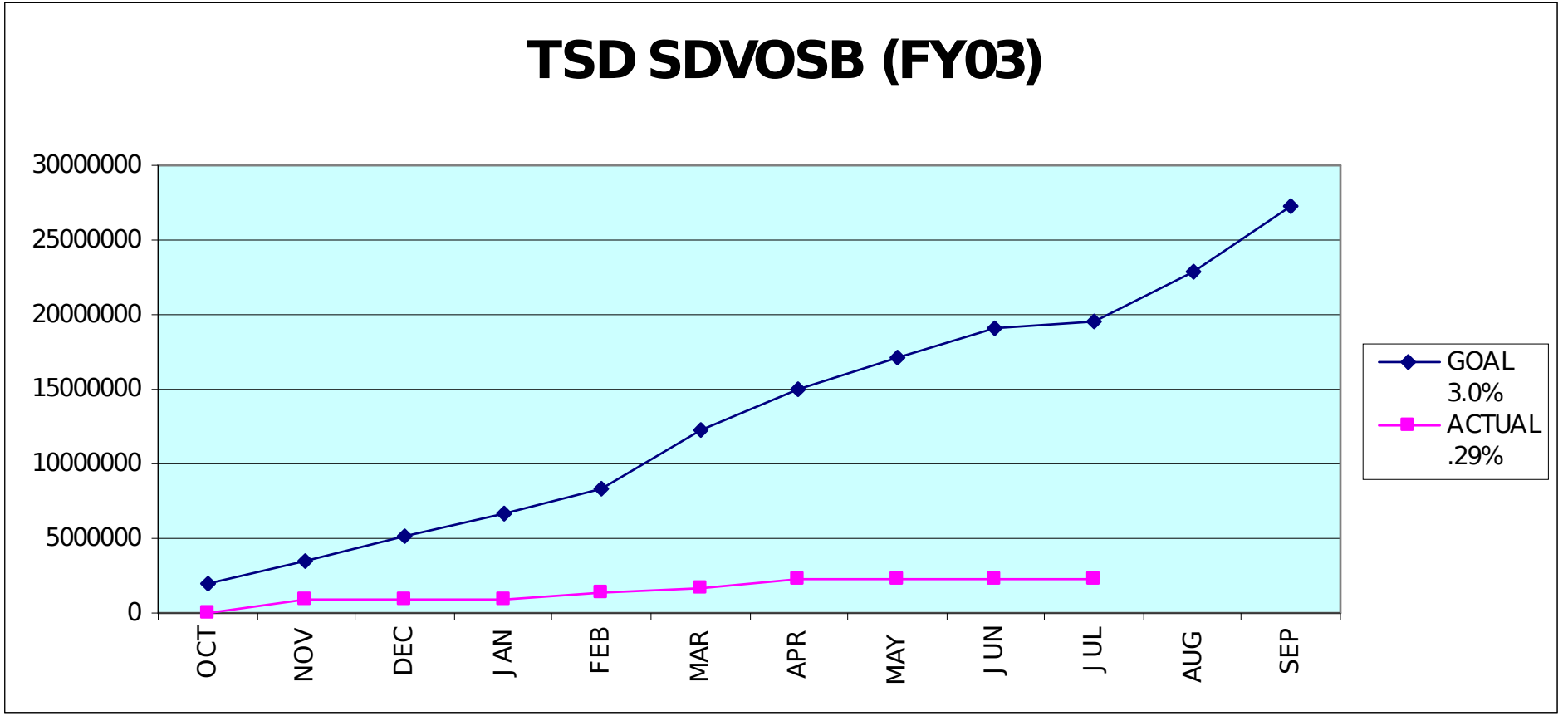
ORLANDO-TSD Contracts
AIR-2.5.3



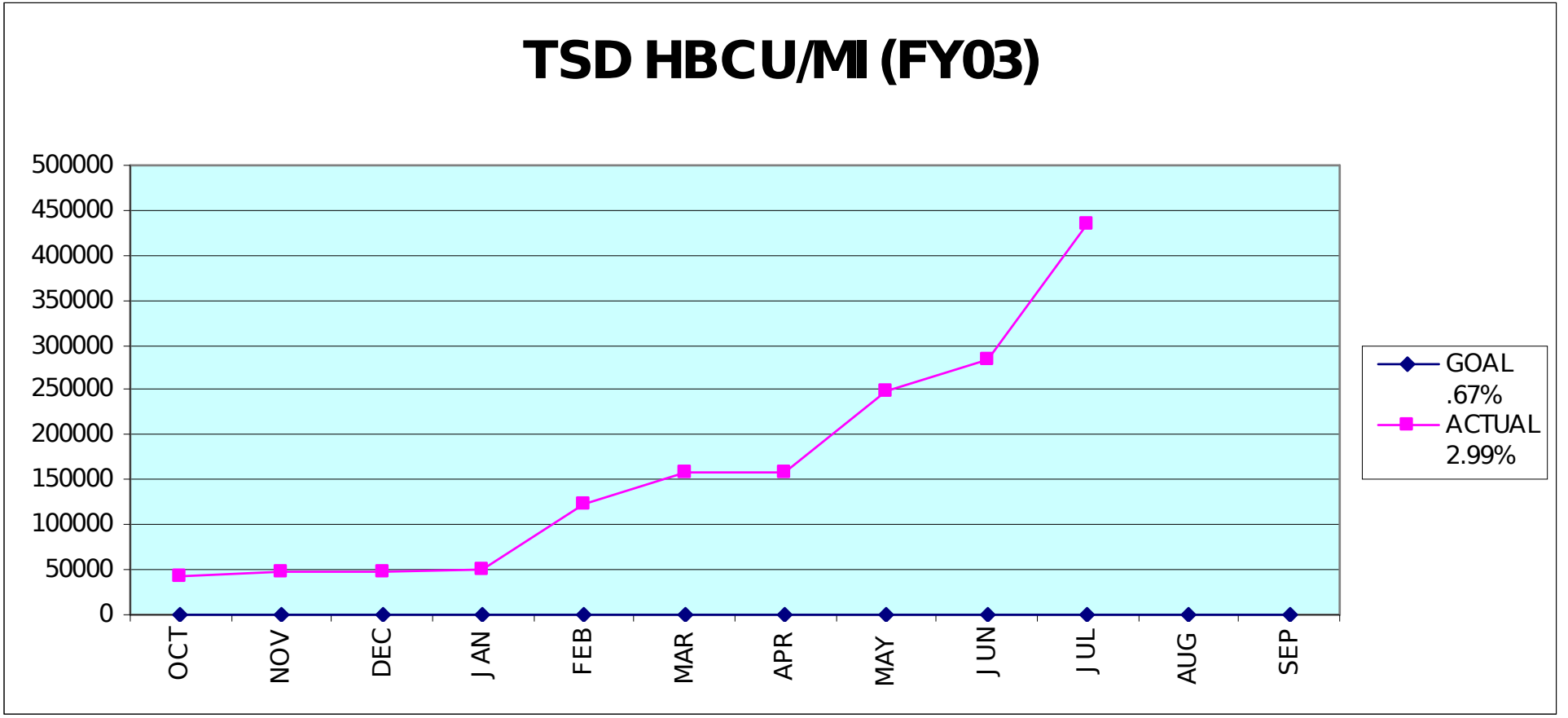
ORLANDO-TSD Contracts AIR-2.5.3



ORLANDO-TSD Contracts AIR-2.5.3



ORLANDO-TSD Contracts AIR-2.5.3



Questions ?